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Washington
D.C.

THE OUTFIT I STARTED WITH IN 1928,
when practically everyone said planting trees for preventing soil erosion and floods was a waste of time and money.
Had our farmers taken the advice of H. H. Bennett, 20 years ago, it would have saved billions of dollars, millions of acres of farm lands which would have produced practically as much as it did a hundred years ago.
According to figures furnished by the Dept. of Agriculture, it will take several hundred years to build up our farm and grazing lands now practically ruined.

Frank S. Betz (Betz Building) Hammond, Indiana



BETZ PLANT 1895 AND 1915 WHEN I RETIRED
HOW MILLIONS OF OUR YOUNG MEN NOW ROAMING THE COUNTRY WITHOUT MONEY, OR ANYONE TO LOOK TO FOR ADVICE, OVER 60,000 OF WHOM UNDER 21 ENTER OUR JAILS YEARLY, COULD BE SAVED:

Had some one bought them a few bundles of best-selling trees and flowering shrubs, which they could commence selling next October, after one season's growth, and make over 1,000% profit, or let them grow two or three years and make many times more, they would have an income, be at home, and at the same time get business experience worth so much to them later on.

Start young men in a small way, advise with them and if they follow instructions, they will make good and it will lead to something better.

In 1895, I started a little shop in my coal shed, (see above) and needed money. A man, whom I know, was looking for a business for his son. I called on him. He asked me what I wanted for a half-interest. When I said \$500, he laughed, bought in another firm and lost over \$100,000.

Opportunities for young men without experience are scarce today, but they can't make a mistake where they buy 5,000 or 10,000 assorted trees and shrubs at one or two cents each. Should they not have the land, let them make arrangements with some one who has for part of the profits and commence doing business next October.

Over 10 million Christmas trees are sold yearly at from 75 cents to \$5.00 each, which cost \$10 or \$15 per 1,000. It costs nothing to let them grow, and even if sold at \$1.00 each, there are few \$10 investments that will pay \$900 profit.

Over 100 varieties of beautiful trees and flowering shrubs from all parts of the world are listed on this sheet that can be grown from seed as easily as corn.

When you consider that it takes 1,210,000 trees, 6-foot centers, to reforest 1,000 acres, or 14,520,000,000 to reforest the land in Illinois alone ruined from 25 to 100% by erosion, and half of the farms in this country are tiled by tenants who take no interest in preserving the land, what Cooke says about our great deserts will come true.

According to the last Annual Government Report on trees planted, it will take over 100 years to reforest the eroded land in Illinois alone, and over 500 years to reforest the land in other states, farmed by over 2,000,000 now on relief. The Ohio and Mississippi River Floods will cost us over 50 BILLION DOLLARS.

Tell this to the editor of the newspaper, superintendents of schools, and business men in the 1400 counties in 22 states where practically all are on relief, and 99 out of 100 will laugh at you.

The 26 varieties of best-selling and fastest-growing trees, 100 of each, will give a young man a start that will be worth thousands of dollars later on in life. Look over the list. Every tree in a short time will sell for 50 cents to \$2.50 each. SILVER MAPLE — RED MAPLE — HARD MAPLE — TREE OF HEAVEN — GREEN ASH — RED BIRCH — CATAPLA — RED BUD — BEECH — TULIP — RUSSIAN MULBERRY — SYCAMORE — ITALIAN POPLAR — LOMBARDY POPLAR — BLACK LOCUST — HONEY LOCUST — AMERICAN ELM — ROSE OF SHARON — MOCK ORANGE — CHERRY BIRCH — HACKBERRY — VIRGINIA JUNIPER — MOUNTAIN ASH — SCOTCH PINE — NORWAY SPRUCE — WHITE SPRUCE.

The last three are Christmas trees, 6-10 inches high. The 23 varieties, 100 of each, 12-18 inches high with 100 each of the three Christmas trees cost only \$40.00. Or, 18-24 inch, \$52.50. All can be sold at a big profit next October, or if allowed to grow, they will sell for many times more.

THE BETZ TREE NEWS, which I intend to publish again, will give you full instructions, tell you all about new trees, how to raise and market them. I also intend to tell how I started in business with less than \$25. What I done anyone who will keep his feet on the ground can do.

The price will be only 25 cents per year. Don't miss the first number.

Read articles by Cooke and from the NEW YORK TIMES on this sheet. Look up the history of China, India, Egypt and the Holy Land, and by all means read "TOBACCO ROAD," and you will know where millions here are headed for; nothing can save future generations from going through what they have for centuries in the treeless countries of the Far East unless Chamber of Commerce, Rotary, Kiwanis, and other Clubs spend at least one cent for a tree for each pupil in school, and see that they keep the work up.

U. S. BECOMING A BIG DESERT!
Faulty Engineering Gradually Driving All Moisture Away.
THE MORRIS L. COOKE ARTICLE, BELOW,
every word of which is true, tells what our children must face.

WASHINGTON, Jan. 29—America faces the desert death of Babylon, Nineveh and Central China unless science conquers immediately the conditions that produced the present disastrous flood in the Midwest.

This was the warning tonight by Morris L. Cooke, rural electrification administrator and distinguished management engineer, in an interview with Universal Service.

DUE TO SAME CAUSES.
Floods of the present and the droughts of past Summers are due to the same causes, he declared.

Denuding of forests and the plowing over of sodded areas permit seasonal rains to be run off in floods, Cooke explained. This water which should be absorbed into the soil to be absorbed in dry seasons, thus is lost. Cooke said:

"It is the identical problem that turned the vast and fertile lands of Asia Minor and central Asia into barren deserts sprinkled with deserted ruins of cities:

"Water.

"Until three years ago, everything we ever did in engineering was completely wrong. We drained marshes and thoughtlessly lowered the underground water table with each draining. We fought floods by building levees and slicking the path of rainwater to the sea.

STEADY DROP SHOWN
"In North Dakota the water table has fallen thirty feet. Elsewhere it has fallen twenty feet, or ten feet or five feet. I don't think there's a spot in America where the water table hasn't dropped steadily in the last few years. It couldn't do otherwise. The rainfall that ought to supply that water table is virtually piped off, by walled rivers, to the ocean.

"Unless the nation awakens to the true crisis it is facing, and acts directly and correctly within twenty years, the country is lost. The disease already is at the critical stage. In twenty years it will be past curing."

Cooke said engineering knowledge is still very scant on the practical phases of the problem. An entire scientific technique must be built up, developed tried out and perfected he said.

Lines of Attack Told.
But certain fundamental principles of attack have become obvious, Cooke continued, among them:

Scientific reforestation, wherever land is idle.

Curtailment of plowed-field farming, such as corn growing, in favor of grasses and soil-building crops like alfalfa and legumes.

Control of floods by retaining waters in catch-basins in the uplands rather than "piping raindrops to the sea."

Recreation of marshes and swamps wherever they have been drained off in the past.

The curtailment of corn production, Cooke conceded, is a considerable problem and actually involves educating the American taste to other substitute forms of food that can be raised without injury to the soil.

SOIL RUINED BY CORN
Corn, he said, is one of the most destructive and ruinous crops that can be placed on any soil. It requires constant working, and on each occasion that the ground is replowed or cultivated, further evaporation occurs. Freshly cultivated soil sheds water instead of absorbing it, he explained.

As an illustration of the value of the catch-basin in the uplands, Cooke said that where such dams are built an immediate recovery is seen in surrounding territory. Springs that have been dry for years begin to flow again; water tables come back to normal; dry wells begin to produce; drought effects are greatly reduced in Summer.

As another illustration, he cited the case of many farmers in the plains states, who were raising excellent crops on land around marshes. They drained these marshes, he said, expecting that the land there would be good, too.

Frequently it was not. The draining lowered the water table, the lower water table made it impossible to raise anything on the land that had been highly productive before, Cooke said.

"The American people are prone to ignore all this. There is an attitude that it's all mere theory, and that the warnings won't come true. That is the dangerous part of our present situation."

BETZ SETS THE PACE
SENT OUT BY THE INDIANA DIVISION OF FORESTRY, 1929

The subject of this Bulletin is to recognize the valuable assistance of one of the first private individuals in Indiana who took off his coat in 1928 and went to work without pay on the tremendous problem of reforestation.

The varied career of Mr. Frank S. Betz will be interesting to friends of forestry.

Mr. Betz was raised on a farm in Wisconsin and knows forest conditions in practically every foreign country north of the Equator. He worked in a lumber mill and ran logs on the Chippewa river in 1879. For seven years beginning 1883 he sold hospital insurance to men working in sawmills, lumber yards and lumber jacks in over 300 logging camps in Michigan, Wisconsin and Minnesota, traveling through miles of wilderness.

After accumulating a small fortune during the World's Fair in Chicago in 1893 and losing it he started the Frank S. Betz Company in a coal shed in 1895. In a few months he was occupying five rented buildings. He then built a plant in Chicago and in 1904 he purchased 12 acres in Hammond and built the first section of the Hammond plant which became the largest medical equipment industry in the world.

On his many trips abroad and while traveling through the farming districts in China, Japan, India, Palestine and Egypt he was impressed with the great social economic value of forests. Where there were no trees there was an impoverished nation, traced directly to the destruction of their forests.

The people live in mud huts without floors, doors or windows. The children follow the cattle day after day gathering their offal which is the only fuel the family have.

Mr. Betz bought a farm five years ago where he raises all kinds of trees from seed. While experimenting he wanted trees for the Betz Boy Scout Camp.

He then took up the matter with the Hammond Superintendent of Schools and offered to furnish 500,000 pine, spruce and arbor vitae tree seeds for the pupils to experiment with free. Mr. Caldwell, Superintendent agreed to this, and over 2,000,000 were planted by Lake County pupils, and over 8,000,000 were planted this year.

Up to the present time tree seeds were planted by over 400,000 pupils. His offer to the Indiana Department of Conservation last week will mean millions of dollars added to the wealth of the state.

Mr. Betz's offer is to turn over free of charge as many water tested walnuts as there were walnut seedlings planted by all state nurseries in the United States last year. These walnuts are to be planted by school children and Boy and Girl Scouts, etc., etc.

Division of Forestry Supports Plan

The future economic value of five million walnut trees worth even \$25 each, would amount to \$125,000,000.

R. F. WILCOX, State Forester.

FLOWERING SHRUBS

Good root system. Will commence to grow at once. Get your friends to join you, buy in lots of 100 or 250, and get wholesale prices.

	Size	No. SHRUBS	
		25	100 250
ALMOND, Amy, ...12-18 in.	3.50	10.50	0.00
ALTHEA, White, Red, Pink, or Purple ...12-18 in.	1.00	4.00	8.00
BARBERRY, Jap., ...12-15 in.	1.75	3.50	7.00
BEAUTYBERRY, A., 18-24 in.	1.75	3.50	7.00
BLACKHAW, ...12-18 in.	1.75	3.50	7.00
BLUEBERRY, Tree 18-24 in.	1.75	3.50	7.00
BROOM Euonymus ...36-48 in.	1.75	3.50	7.00
BROOM SCOTCH ...18-24 in.	2.00	5.00	0.00
BUTTERFLY BUSH 18-24 in.	3.00	8.50	0.00
CORAL BERRY, ...18-24 in.	1.75	3.50	7.00
CRANBERRY Bush H 6-12 in.	2.00	4.50	0.00
Crepe Myrtle, Pink, ...12-18 in.	7.50	0.00	0.00
" " Red, ...12-18 in.	7.50	0.00	0.00
DEUTZIA, Snow, Pink, or White ...18-24 in.	2.00	4.00	0.00
" " Pride of Rochester, ...12-18 in.	2.00	4.00	8.00
DOGWOOD, Eng., ...12-18 in.	2.00	3.75	8.50
" " Red Bark, ...12-18 in.	1.75	3.25	6.50
" " White Flower, ...24-36 in.	3.50	6.75	11.00
" " Yellow Bark, ...12-18 in.	2.25	5.50	10.50
ELDER, Am., ...24-36 in.	2.00	3.75	7.50
FORSYTHIA, Golden Bell ...12-18 in.	1.00	3.50	7.00
" " Weeping, ...12-18 in.	2.00	4.00	8.00
FRINGE, Purple, ...18-24 in.	2.50	7.00	12.15
HAZELNUT, Am., ...18-24 in.	2.00	3.50	7.00
HOLLY, Deciduous, ...24-36 in.	3.25	8.50	10.25
Honeysuckle, Frag., ...12-18 in.	2.00	4.00	8.00
Hydrangea, Hill Sno., ...12-18 in.	3.75	11.50	0.00
" " Oak Leaf, ...12-18 in.	9.00	8.25	0.00
LLAC, Chinese, ...18-24 in.	4.50	15.00	0.00
" " Am. Purp., ...12-18 in.	3.00	9.50	0.00
" " Persian, ...18-24 in.	4.50	15.00	0.00
Mock Orange Phila., ...18-24 in.	1.75	4.00	7.50
Persimmon, Amer., ...18-24 in.	1.75	3.50	5.50
PRIVET, Ar. Bly. So., ...18-24 in.	1.50	2.75	5.50
" " Calif., ...18-24 in.	2.00	4.00	7.50
" " Itohii, ...12-18 in.	1.75	3.25	6.00
" " Itohii, ...12-18 in.	2.00	3.50	7.00
QUINCE, Jap. Flow., ...12-18 in.	4.00	12.50	25.00
RHODODENDRON, Lau Rose ...12-18 in.	2.00	4.25	8.25
ROSE OF SHARON 12-18 in.	1.25	2.50	5.50
SPICE BUSH, ...18-24 in.	1.50	3.00	5.50
SPIREA, Ant. Wat. 15-18 in.	4.50	14.00	0.00
" " Callosa Alba, 12-15 in.	2.50	8.50	12.50
" " Pink, 18-24 in.	2.00	4.50	9.25
" " Thun., White, 18-24 in.	3.25	8.50	0.00
" " Van Houtt., ...12-18 in.	2.00	4.00	7.50
STRAWBERRY Bush 12-24 in.	2.00	4.00	8.00
SUMAC, Sweet, ...12-18 in.	1.40	2.50	5.25
SWEET SHRUB, ...18-24 in.	2.00	4.00	7.50
Viburnum, Maple-Lf., 24-38 in.	1.75	3.50	8.00
WEIGELIA, Pink ...12-18 in.	2.00	4.00	7.50
" " Rose, ...12-18 in.	2.00	4.00	7.50
WITCH HAZEL, ...12-18 in.	2.25	4.50	0.00

ALEXANDER H. LEGGE, PRESIDENT OF THE INTERNATIONAL HARVESTER COMPANY, at the Central States Forestry Congress, Cincinnati, Ohio December 4, 1931, said

Speaking of individuals who are interested in reforestation, probably you people of the Central States Forestry Association know all about the activities of Mr. Frank S. Betz of Hammond, Indiana.

Mr. Betz might be called a modern "Johnny Appleseed" if it were not for the fact that he is undoubtedly a keen and up-to-date business man.

I note that Mr. Betz says in a recent communication that he expects to round out this year the distribution, through clubs, associations, Boy and Girl Scouts, 4-H members and public school children, of 100 million trees and tree seeds.

May the good Lord send us more men like this tree-loving, tree planting gentleman from Indiana!

COLORADO BLUE SPRUCE
FROM COLORADO. 90% will turn Koster. 10 TREES, 12 INCH, \$3.00. 25 3-year-old, \$2.50. Or 100, \$5.50. Sell for \$5.00 each in four years. SPECIAL PRICE ON COLORADO SILVER BLUE SPRUCE AFTER MARCH 15th.

LAST YEAR. MY CHAUFFEUR
raised and sold \$19 worth of CHINESE ELMS from seed on 8x8 feet. 2500 CATALPAS from seed on 5x5 feet, and over 500 RUSSIAN OLIVES on 5x8 feet. Yet millions call this "kindergarten stuff". TEACH EVERY PUPIL TO PLANT TREES.

THE NEW YORK TIMES ARTICLE BELOW and the millions lost through our Ohio and Mississippi River Floods opened the eyes of thousands of those who know little about the poverty in treeless China, India, Arabia, etc., or realize that SOIL EROSION, FLOODS, DUST STORMS, ETC., HAVE RUINED FROM 25% TO 100%, MORE OF OUR FARMING AND GRAZING LAND THAN THE TOTAL AREA OF FRANCE, GERMANY, ENGLAND, BELGIUM, DENMARK, LUXEMBURG, WALES, HOLLAND AND HUNGARY AND THAT FARMERS AND STOCKMEN NOW ON RELIEF MUST BE LOCATED ON OTHER LAND BY THE GOVERNMENT IN ORDER TO MAKE A LIVING—AND CHILDREN OF TODAY MUST PAY FOR IT.

TIMES ARTICLE EROSION IS RUINING TREMENDOUS AREA

755,000,000 Acres, Once Fertile, Already Are Damaged From 25% to 100% LOSS ON A NATIONAL SCALE
Soll Experts Find Only New England Has Escaped Ravages of Rain and Wind.

WASHINGTON, June 13, 1935.—A recently completed survey of the farm and grazing lands of the country by the United States Soil Conservation Service reveals a tragic picture of erosion conditions affecting every part of the nation except New England and certain widely separated areas in other parts of the country.

The survey, which covered 1,889,000 acres, discloses that today more than one-third of all these acres, once fertile farming lands or rich forests and grazing areas, are so seriously eroded that millions of acres are already despoiled so far as agriculture and the livestock industry is concerned, while only immediate and vigorous action by the Soil Conservation Service, aided by the State and local governments, and to an even greater extent by the owners of these lands, can restore the remaining acres to a portion of their normal productivity.

The area of serious erosion includes all cultivated and grazing lands on which erosion has so far progressed as to affect more than 25 per cent of its soil. In some areas more than 50,000,000 acres have lost practically all their topsoil and are so scarred with gullies that never again can they be restored to production.

Add to this more than 105,000,000 acres from which practically all the topsoil is gone and another 514,000,000 acres from which 25 to 75 per cent of the rich topsoil has been blown or washed away, and the magnitude of the task assigned the Conservation Service is evident.

Four times the size of Texas, the area of serious erosion is estimated to be 755,000,000 acres and the result is that about 755,000,000 acres have been from 25 per cent to 100 per cent destroyed, for production purposes, by wind and rain or both. This is an area for which the United States has more than twenty-three times the size of New York, an area of complete or partial devastation of which could be carved 146 States the size of Massachusetts.

Here is the official breakdown of the acreage in which erosion in the United States has reached or passed, the 25 per cent mark.

Danger Fought in Forty-one States
Of the nearly 2,000,000,000 acres covered by the survey, the area in which erosion is little or no erosion represent only 30.3 per cent of the total, and much of this land is not adapted to agriculture. The remaining acres have been gullied or stripped of their producing topsoils in varying degrees from 25 per cent to 100 per cent.

This is a bird's-eye view of the situation which the Soil Conservation Service, created early in the Roosevelt Administration, first as a part of the NRA and last year as a permanent agency of the Department of Agriculture, is seeking to check.

Today 141 demonstration projects, for the education of the land-owners in the most approved plans for soil conservation, are operating in forty-one of the States. Lands in which the erosion threat is serious are being traced, and terraces that would reach from New York to San Francisco four times have been completed.

Millions of acres ruined by unregulated grazing are being grazed again, unless fences and forests created in every gullied place where there is reason to expect a tree of some sort may grow.

The demonstration projects are staffed with agricultural engineers, forest and land economists, farm and range management experts, and agronomists, and in certain areas, game management specialists.

Trees Planted on Giant Scale
A total of 400,000,000 trees will be planted in desolate areas and 800,000,000 in 1937. Also, in the next three years, terraces that will reach from New York to Los Angeles sixteen times, will be completed.

The problem, as H. H. Bennett, chief of the Conservation Service, put it, is a national one of the first rank, the problem of the soil, which is vital to the public welfare, and to be solved according to the conditions prevailing in each locality. Hence the "coordinated" attack which is now under way.

The Soil Conservation Service, basing its estimates upon the carefully worked-out reports of its engineers, estimates that \$400,000,000 is the value of the productive soil now being washed or blown from American fields each year.

Since the exploitation of American lands began a century ago, the accumulated loss due to erosion is conservatively estimated at \$100,000,000. For the next century, the destruction is immediate and direct, the cumulative costs may reach \$200,000,000 or even \$300,000,000 within fifty years, Mr. Bennett said.

In the office of Dr. W. C. Lowdermilk, associate chief of the Soil Conservation Service, there is a huge map of the United States, which, with the exception of New England and parts of the Midwest, shows at a glance the magnitude of the task undertaken by the Service. Thousands of acres, each indicated by a focal point in the attack on the erosion peril, give evidence of the accuracy of the assertion of Mr. Bennett when he declared that erosion is today, one of the most important of all the problems facing the country.

WOMAN'S CLUB OUTFITS—GREATEST OFFERS EVER MADE BEAUTIFUL LAWN TREES AND FLOWERING SHRUBS

By buying them in lots, you get them for 1/4 of what others sell for. Fast Growers. Best varieties. Notice Outfit No. 1, 2, 3 and 4. If planted this spring and sold in October, 1937, they will bring a profit of from 100 to 1000%.

WOMAN'S CLUB OUTFITS

100 BEAUTIFUL FLOWERING SHRUBS
NO. 1—All 12-18 inch. 10 of each: Altho Double Red-Japanese Barberry—Calyanthus Sweet Shrub—Red Bark Dogwood—Golden Bell Forsythia—Pink Deutzia—Ibodium Privet—White Spirea—Van Houttei—Pink Spirea—Pink Weigela. Worth \$20 On Any Lawn—
ALL FOR \$3.50

100 LAWN AND SHADE TREES
NO. 2—All 12-18 inch. Except 3, which are 12-18 inch. 10 of each. Tree everyone wants: Locust—American Beech—Black Walnut—Tulip—Russian Mulberry—Catalpa Speciosa—Sugar or Hard Maple—Viburnum Leaf Maple—American Elm—American Linden.
ONLY \$2.75

100 BEAUTIFUL DECIDUOUS TREES
NO. 3—All 12-18 inch. Except 4, which are 12-18 inch. 10 of each: Osage Orange—American Sycamore—Red or Scarlet Maple—Bitter Birch—American Hornbeam—Viburnum—Sweet Gum—Black Mulberry—Sweet Sumac—American Elder. Worth \$10.
ONLY \$2.75 WHILE THEY LAST

200 BEAUTIFUL TREES WORTH \$50
Any boy can sell this outfit next October, after one season's growth for \$75.00.
NO. 4—All 48-60 inch. Except 8, which are 24-36 inch. 10 of each, which will be worth \$2.50 each in short time. If you own houses or vacant Real Estate or want to make a present to your Church, or Beautify the School Grounds, DON'T MISS THESE: Scarlet Maple—Sugar Maple—Sweet Wood—Tree of Heaven—River Birch—American Hornbeam—Red Bud—Yellow Wood—White Flowering Dogwood—American Beech—Native White Ash—Tulip—Sweet Gum—Magnolia Acuminata—Umbrella.

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LAWN AND HIGHWAY TREES

Fine root system. \$10 will add \$100 to the value of your property.

	No. TREES	
Size	25	100
ASH, Green, 12-18 in.	1.25	2.50
" Mount. Native, 12-18 in.	1.25	2.50
BEECH, Amer., 12-18 in.	1.25	2.50
BIRCH, River, 12-18 in.	1.10	2.20
" Sweet, 12-18 in.	1.25	2.50
BUCKEYE, Yellow, 12-18 in.	1.25	2.50
BUCKTHORN, 12-18 in.	1.00	1.75
BUTTERNUT, 12-18 in.	1.00	2.00
" 12-18 in.	1.25	2.50
CATALPA, Western, 12-18 in.	1.00	2.00
CHESTNUT, Black, 12-18 in.	1.75	4.00
" Am. Swt. 12-18 in.	2.00	5.00
" Horse, 12-18 in.	1.50	3.50
" Japanese, 12-18 in.	1.50	3.50
CHOKEBERRY, Black, 12-18 in.	1.25	2.50
" Red, 12-18 in.	1.25	2.50
CORAL, Flowering, 12-18 in.	2.25	5.00
CUMMERTREE, 12-18 in.	1.50	3.00
DEVIL'S WALK, 12-18 in.	2.00	4.50
ELM, Amer., 12-18 in.	1.50	3.00
" Chinese, 12-18 in.	1.25	2.50
" Cork Bark, 12-18 in.	1.00	1.50
" Star, 12-18 in.	1.25	2.50
" Silvery, 12-18 in.	1.25	2.50
" Wing Bark, 12-18 in.	1.25	2.50
GUM, Black, 12-18 in.	1.50	3.00
" Sour, 12-18 in.	1.50	3.00
" Sweet, 12-18 in.	1.50	3.00
HICKORY, 12-18 in.	1.25	2.50
HICKORY, Shagbark, 12-18 in.	1.50	3.25
" Shellbark, 12-18 in.	1.50	3.25
HOLLY, Amer., 12-18 in.	1.50	3.25
HORNBEAM, Amer., 12-18 in.	1.25	2.50
LAUREL, Mountain, 12-18 in.	1.50	3.25
LINDEN, Amer., 12-18 in.	1.25	2.50
LOCUST, Black, 12-18 in.	1.00	2.00
" 12-18 in.	1.25	2.25
" Honey, 12-18 in.	1.25	2.25
" Moss, 12-18 in.	1.25	2.25
MAGNOLIA, Accum., 12-18 in.	1.50	3.00
" Great Leaf, 12-18 in.	2.25	6.00
" Umbrella, 12-18 in.	2.00	5.00
MAIDENHAIR, Tree, 6-12 in.	1.50	4.50
MAPLE, Hard, 12-18 in.	1.00	2.00
" Japanese, 12-18 in.	2.00	4.00
" Red, 12-18 in.	1.00	2.00
" Scarlet, 12-18 in.	1.00	2.00
" Silver, 12-18 in.	1.25	2.50
" Sugar, 12-18 in.	1.00	2.00
MULBERRY, Bl., 12-18 in.	1.25	3.00
" Russian, 12-18 in.	1.25	3.00
OAK, Chestnut, 12-18 in.	1.65	4.00
" Red, 12-18 in.	1.65	4.00
" White, 12-18 in.	1.65	4.00
" Willow, 12-18 in.	1.50	3.25
OSAGE Orange, 12-18 in.	1.10	2.25
PAW PAW, 12-18 in.	1.50	3.00
PECAN, Northern, 6-12 in.	2.50	6.00
" 12-15 in.	2.00	5.00
POPLAR, Carolina, 6-12 in.	1.50	3.50
" Chinese Lom., 12-18 in.	1.25	2.25
" Lombardy, 12-18 in.	1.25	2.25
" Italian, 12-18 in.	1.25	2.25
Rain Tree, Jap. Gold, 6-12 in.	1.75	3.50
RED BUD, 12-18 in.	1.25	2.50
SCAMORE, Am., 12-18 in.	1.25	2.50
Tamarix, Bl.-Grey, 12-18 in.	2.00	4.50
Tree of Heaven, 12-18 in.	1.25	2.50
TULIP TREE, 12-18 in.	1.25	2.50
WALNUT, Black, 12-18 in.	1.25	2.50
" 12-18 in.	1.50	3.00
" Japanese, 12-18 in.	2.50	6.00
" 24-36 in.	3.50	9.00
" Persian, 12-18 in.	2.50	6.00
" White, 6-12 in.	1.00	2.00
" 12-18 in.	1.25	2.50
WILLOW, W'g. Gol., 12-18 in.	1.50	3.00
YELLOW WOOD, 12-18 in.	1.75	3.50

FOR LAWNS AND HIGHWAYS

Many 6-8 FEET HIGH. When 2-years-old they will sell for 100% more. You will never buy at this price again.

	Size	Number of Trees
Size	10	100
ASH, Am., Blue, 60-72 in.	3.00	17.00
" Black, 48-60 in.	1.75	7.50
" Green, 60-72 in.	3.00	17.00
BEECH, Amer., 48-60 in.	2.25	12.00
BIRCH, Cherry, 24-36 in.	1.25	3.50
" Silver, 60-72 in.	2.25	13.75
" Sweet, 24-36 in.	1.25	3.75
BOXELDER, 18-24 in.	1.10	2.00
BUCKEYE, Yellow, 36-48 in.	1.10	2.00
BUCKTHORN, 36-48 in.	1.25	3.50
BUTTERNUT, 36-48 in.	1.25	3.50
CARAGANA, 36-48 in.	1.25	3.50
CATALPA, Speciosa, 36-48 in.	1.40	4.00
" Umbrella, 60-72 in.	7.00	0.00
CHEBYR, Black, 24-36 in.	1.50	6.50
CHESTNUT, Am. Sweet, 36-48 in.	2.25	12.00
" Horse, 24-36 in.	1.25	4.50
CHOKEBERRY, Black, 24-36 in.	1.10	4.00
" Red, 24-36 in.	1.10	4.00
CUMMERTREE, 48-60 in.	3.00	17.00
DEVIL'S WALK, 24-36 in.	1.75	7.00
ELDER, Amer., 36-48 in.	2.25	12.00
ELM, Chinese, 60-72 in.	7.00	0.00
" Cork Bark, 36-48 in.	1.75	8.50
" Silvery, 36-48 in.	2.00	10.00
GUM, Black, 48-60 in.	2.00	10.00
" Sour, 48-60 in.	2.00	10.00
" Sweet, 48-60 in.	2.00	10.00
HICKORY, 24-36 in.	1.10	9.50
HICKORY, Shagbark, 24-36 in.	1.25	5.50
" Shellbark, 24-36 in.	1.25	5.50
HOLLY, Amer., 18-24 in.	1.25	5.50
HORNBEAM, Amer., 36-48 in.	2.00	9.50
LARCH, Jap., 30-50 in.	2.00	9.50
LINDEN, Amer., 48-60 in.	2.25	12.00
LOCUST, Black, 36-48 in.	1.25	3.25
" 12-18 in.	1.00	2.00
" Moss, 60-72 in.	1.75	7.50
MAGNOLIA, Accum., 48-60 in.	1.50	6.50
" Umbrella, 48-60 in.	4.50	27.50
MAPLE, Hard, 48-60 in.	2.25	12.00
" Norway, 60-72 in.	7.50	0.00
" Red, 48-60 in.	2.25	12.00
" Scarlet, 48-60 in.	2.25	12.00
" Silver, 60-72 in.	4.00	27.50
" Sugar, 48-60 in.	2.25	12.00
MULBERRY, Black, 24-36 in.	1.10	3.50
" Russian, 24-36 in.	1.10	3.50
OAK, Red, 18-24 in.	1.25	5.50
" Willow, 36-48 in.	2.00	6.50
" White, 36-48 in.	2.00	6.50
OSAGE ORANGE, 24-36 in.	1.25	3.25
PAW PAW, 36-48 in.	1.80	7.25
PERSIMMON, Amer., 24-36 in.	1.25	3.50
POPLAR, 36-48 in.	2.00	9.50
" Chinese Lombardy, 60-72 in.	2.00	9.50
" Balm of Gilead, 48-60 in.	2.25	14.50
" Carolina, 36-48 in.	1.50	6.00
" Lombardy, 48-60 in.	2.00	9.50
" Italian, 48-60 in.	2.00	9.50
" Silver, 36-48 in.	2.75	18.75
" Yellow Leaf, 72-84 in.	6.00	32.50
RED BUD, 36-48 in.	1.00	4.50
SCAMORE, Amer., 60-72 in.	2.75	16.50
TAMARIX, Blue-Grey, 18-24 in.	2.00	9.50
TREE OF HEAVEN, 48-60 in.	1.75	7.50
TULIP TREE, 24-36 in.	1.10	3.50
" 36-48 in.	1.25	5.50
VIBURNUM, Maple, 24-36 in.	1.10	3.50
WALNUT, Black, 36-48 in.	1.50	5.00
" White, 36-48 in.	1.50	5.00
WILLOW, Golden, 48-60 in.	2.25	12.00
YELLOW WOOD, 36-48 in.	2.10	11.00

UMBRELLA CATALPAS

Grow about five feet yearly. Order 250 or 500 and we will tell you how to turn them into UMBRELLAS, worth from \$1.50 to \$3.00 each.

MAPLE SUGAR PLANTATION

For planting 20 acres, 2180 trees, 18-24 inch, set 20-foot centers, cost only \$35.00. 24-35 inch, \$45.00.

GIANT SWEET CHESTNUTS

JAPANESE AND EUROPEAN. Three times larger than American Chestnuts. Bear fruit with surplus nuts for growing trees to replace any no good trees. Second year, ONLY \$3.50. A good income of 1000% raising these trees. FOR NUTS, ORDER NOW!

REAL ESTATE MEN

Big Trees of Heaven, 24-36 inch, only 2 cents each in bundles. Grow over 5 feet yearly. A few cents worth of trees planted on each building lot or on summer resort property will bring back from \$25 to \$100 for every dollar invested.

Big Umbrella Catalpas, worth \$1.50 each, can be made in three years from trees costing only 2 cents. Grow 5 feet yearly. Chinese Elms cost much less. Don't say there are no opportunities in this country.

FROM 15,000 TO 20,000

Board feet of POPLAR, LINDEN, COTTONWOOD, BASSWOOD, ASH or TULIP lumber will grow on one acre in 20 years.

Makes good first flooring, shooting, studying, etc. NOT A BAD INVESTMENT WHEN YOU CONSIDER OUR MILLIONS OF ACRES OF IOLE LAND. TREES ONLY \$8.50 PER 1000.

IT'S HAPPENING EVERYWHERE

Dear Uncle Frank:
The drought and sand storms last year made us realize what you say about planting trees is true.

75% of our Oaks are dying because the roots cannot reach water, and millions of small trees died last summer.

We didn't raise enough hay and grain to winter our stock. Send covering our clover and corn after it was six inches.

The Betz Farm you were raised on is covered with sand in places to 8 inches. I wish you could see it. I don't know what we will do with our big barns and dairy equipment with no hay or grain for this winter.

Dec. 20, 1935
Mildred Helwig,
Eau Claire, Wisconsin

Business men don't realize that farms in every state are failing, and during 1936, we bought millions of pounds of pork, beef, grain and over 30,000,000 pounds of butter from foreign countries farmed for thousands of years, where they plant trees because it is the law. Yet so many claim we are the only people in the world who do things, when we are slipping faster than we ever have in the history of this country.

"TOBACCO ROAD"

WE PAY YOU TO READ IT!
The "hottest" proposition in theatrical history of this generation. Closed by the police.

Will say in any city. The most sensational, yet authentic book ever published depicting conditions surrounding thousands of farmers with incomes of from 0 to a few dollars yearly, many of whom live and even their families in a room.

The greatest triumph ever opened on Broadway. Thousands turned away. Yet sensational as it is, those who know nothing of what becomes of the millions of boys and girls who work in cities from worthless soil-eroded farms without trades or experience or what they do for a livelihood should read it.

280 pages of facts which 99 out of 100, who know nothing about the ways of the world, will say are exaggerated.

Why pay \$5.00 to see the play, or \$2.50 for the book. We send it in sealed package, postage paid, for \$1.10. Return it in ten days and we will send you a bag of assorted trees and shrub seed for producing over \$50 worth of trees and flowering shrubs, including 500 of the BLUEST of BLUE COLORADO BLUE SPRUCE TREE SEED, which will produce over \$100 worth of trees.

BIG

NOT BEING ON A SALARY

AND HAVING SPENT ALMOST ELEVEN YEARS AND MORE MONEY THAN I EVER EXPECTED TO HAVE, distributing over 250,000,000 assorted tree seed, the bulk of which were planted by pupils, including thousands of bushels of Walnuts, Hickory Nuts, Butternuts, European and Japanese Giant Blight-Proof Chestnuts, and hundreds of thousands of trees have also been shipped, I have decided to look for men in every section who will assist in adding billions of dollars to the wealth of this country.

Printed matter has been mailed through the Hammond Post Office to over 2,100,000, which I trust will benefit those now on ruined farms, who have always been lead to believe that planting trees for preventing erosion, floods, droughts, etc. was a waste of time and money but now realize what I predicted (after living in Japan in 1916-17, and covering thousands of miles in the treeless countries of the Far East), in 1926 about planting trees for preventing these things, is what the government is now spending billions on.

In order to save our land, I must have assistance.

If what I have done and my plan meets with your approval, will you advance \$2.50 or more for purchas-

ing, through Scouts, 4H Clubs, etc., millions of WALNUTS, HICKORY NUTS, and BUTTERNUTS, instead of allowing them to rot on the ground. Also millions of BLIGHT-PROOF EUROPEAN and JAPANESE GIANT CHESTNUTS, and small trees, to be turned over to your superintendent of schools for pupils to plant or what you pay for to be shipped to you or anyone you specify and planted in your district.

When you consider it will take over 100 years and require more trees to rehabilitate the land ruined from 25 to 100% in Illinois alone than have been planted by all state forestry departments to date, and you find that few believe in saving farm and grazing lands, even though they know what England and Europe went through in the 16th century, and what the Far East and many sections in this country are going through today, it seems no one cares or knows how some live.

If you believe in saving our land, beautify your city, work under the supervision of your state forester who is an expert, kindly let me hear from you. H. H. Bennett, the best known soil erosion expert in the world in an article published February 1st, states that the loss to farms in this country from soil erosion in 1936 will amount over \$400,000,000.

THE MILLIONS OF ACRES BRINGING IN NO INCOME

owned by men whose children may be in want some day would produce billions of dollars worth of lumber if planted with trees that formerly grew on the land.

The expense for the nuts or seed per acre would be very small. The Walnut Trees shown, are 17 months old, were raised from seed by the Hammond Board at an expense of less than \$4.00 per 1,000 Trees. They grow two feet, and each will produce from \$3 to \$8 worth of nuts yearly, which can be sold to candy factories. Think of the fun Hammond children will have cracking these nuts.

BLACK WALNUT Lumber sells for \$4.25 per 1,000, and for years, England and we have bought their WALNUT lumber from us.

A bushel of tested nuts, costing from \$1.25 to \$2.50 should produce 1,000 trees. Each tree will produce two or three 18-foot logs, free from limbs, worth \$50 to \$500 each.

Not a bad investment when you consider the small cost and 150 to 170 trees can be grown on one acre which when 20 years old has a market value per acre.

Plant WALNUT, OAK, BEECH, MAPLE, BIRCH, PINE, SPRUCE, or HEMLOCK, while you can raise the money.

With the worse floods in history, thousands of live and billions of dollars loss, or will be required to dike the Ohio, Mississippi and other rivers, every one should assist the Government in doing this work.

I am not complaining about what it has cost me during the past 10 years. No one asked me to do it. But I do think there should be enough parents in this country who realize where we are headed for to see that this work is put over. If nothing more, they should buy 250 or 500 trees for the Superintendent of schools who can give one tree to each pupil as a prize.

Won't you take this up with your Chamber of Commerce, Kiwanis, Rotary, and let me know what your Superintendent of schools thinks of the proposition and see if you can interest the editor of your newspaper.



5 COLORADO SILVER BLUE

or SILVER TIPPED SPRUCE, 12 inches high. While they last, \$2.00. By mail, send 12 cents stamps. Will sell for \$10 each in a few years. No home owner should turn this offer down.

CLIMBERS, CREEPERS, VINES

Cover your house, yard, garage and fence. 10 Vines will produce 250 each year.

10 in a bundle. By mail, postage paid. TRUMPET VINE, \$1.50 VIRGINIA CREEPER, \$1.50 JAPANESE BEAN, \$1.50 JAP. HONEYSUCKLE, \$1.50 PERRIWINKLE, \$1.60 BOSTON IVY, \$2.25.

MILLIONS OF TREE, FLOWER,

and SHRUB SEED will be closed out regardless of price.

Assorted best varieties in packages and sold at \$1.00 each.

If you want to prolong your life and have a wonderful collection, send \$1.00 for 1937 SEED OFFER, and should you not be satisfied, if planted according to printed instructions sent with each package, say so, and we will send you another one.

230,000 RUSSIAN OLIVE Seed 3,500 for \$1.00. CHINESE ELM Seed 1/4 Lb. \$1.25.

After You Read This Bulletin, Kindly Hand It To Some Friend.

FRANK S. BETZ,

36 INCH CUCUMBERS

and 25-Lb. WINTER RADISHES. Finest grown in the world. Should you not have the ground, turn them over to some farmer for half of what he produces. Enough seed for two families. ONLY 25 CENTS.

COLORADO BLUE SPRUCE

grown in Colorado, 15-18 Inch, part will turn KOSTER, extra-heavy stock. Shipped from Hammond. 5 TREES \$3.25. 10 TREES, \$4.75. Should sell for \$5 each in 3 years.



ARBOR VITAE—250,000

SPECIAL PRICE FOR SCHOOLS, SCOUTS, AND 4H CLUBS

An opportunity for every business man to put one or two signboards that will grow larger and more beautiful every day on every lawn where there are school children for less than one cent each.

PRICES READY MARCH 10th

(Personal) Betz Building

DEVIL TONGUE CACTUS

KEEP DOGS AWAY FROM TREES AND SHRUBS. BEAUTIFUL FLOWERS. GREAT MULTIPLIERS. DOZEN POSTAGE PAID. \$1.25.

JAPANESE WALNUT GROVE

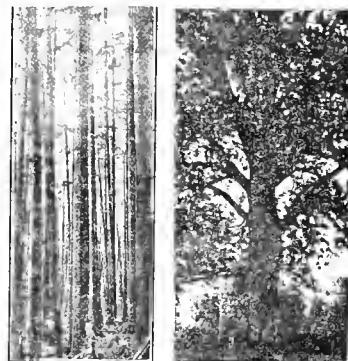
Great producers, starting the sixth year 12-18 inch trees. Per 100, \$1.50. 24-36 inch, Beauties, 100, \$10.00. Set 30-100 centers, 48 trees per acre. Worth 65 cents each.

MONEY-MAKERS FOR 1940

ALL CRAFTED OR BUOODED, NOT CROWN FROM SEED. \$75 worth of IRISH, PFITZER, ENGLISH, CHINESE, SPINY CREEK, AND SAVIN JUNIPERS, COLDEN CLOBE, PYRAMIDAL, AND ROSEDALE ARBOR VITAE, SILVER, COLDEN PLUME, AND JAPANESE CYPRESS, COLORADO BLUE SPRUCE FROM COLORADO, WILL SELL FOR OVER \$2,000 IN YOUR OWN TOWN IN 3 OR 4 YEARS. COSTS NOTHING TO LET THEM GROW.

ZELENKA CONCORD GRAPES

Many vines produce 100 pounds. 25 Vines and 150 Giant Mountain Blackberry Bushes which produce berries for weeks, only \$2.50. Turn them over to some farmer for half of what they produce, and you will get your money back many times yearly as long as you live.



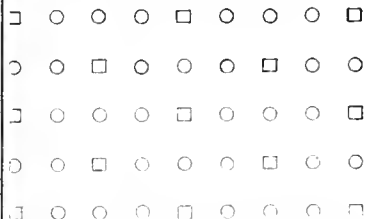
AN OAK OR WALNUT TREE

growing alone will seldom make more than one 10 foot log.

If planted 4 feet N and S and 42 inches E and W (see illustration above) and thinned out when they crowd, each tree will make 2 or 3 - 16 foot logs free from knots, 782 trees, 8 foot centers, or 350 trees, 12 foot, or 195 trees, 16 foot centers per acre.

When 80 years old, a 16 foot log should make 300 feet of lumber or 4,000 feet of veneer and THE NUTS WILL SELL FOR A GOOD PRICE.

Taxes on land planted with trees in most states are only 3 to 5 cents per acre.



Keep the diagram below. It shows how to make trees grow perfectly straight, free from limbs. When they commence to crowd bad, remove those represented by O, and the balance will be 16-foot centers.

FROM THE HOLY LAND

New York City, Feb. 4, 1932

"Dear Mr. Betz:
"I have returned from my world tour in which I had the opportunity of visiting Palestine, where I saw millions of little trees growing from the seed which you so generously contributed. Ere long those barren hills of Judah will once again be clothed with verdure. Even this generation will see a marvelous change in the country which will be largely brought about by your munificent gift.

"I am looking forward to visiting Chicago on Saturday night when I am due to arrive to lecture on Sunday, February 28, at the Chicago Academy of Sciences on the Rebirth of Palestine at 3 o'clock in the afternoon. I trust that it may be possible for you to be present, as I am sure you would like to see the film of the tree planting. I shall look forward to seeing you some time after the meeting, if only for a few minutes.

"I am telling the world what you have done for Palestine.

RICHARD ST. BARBE BAKER,
32 Warwick Rd., London."

HONEY LOCUST HEDGE

2500 seed postage paid, 53 CENTS.

GET THEM PRACTICALLY FREE

Strawberry plants—1,000 in a bundle. State Inspected. Guaranteed true to name. Those marked x \$3.50 per thousand. Those marked o \$3.75 per thousand.

- | | |
|-------------|------------------|
| x—Aberdeen | x—Missionary |
| x—Bellmar | x—Senator Ounlop |
| x—Blakemore | o—Aroma |
| x—Candy | o—Chesapeake |
| x—Klondyke | o—Dorsett |
| | o—Premire |

Mastodon everbearing, genuine—\$8.00.



250,000 Black Locust, Pine and Spruce Trees can be offered after — March 10th. How many can you use?

WHY TREES DIE

Many say: "I want a 10 or 15 foot tree." The one shown is 12 inches high and roots 30 inches long. The larger the tree, the longer the roots and when dug, the main roots are left in the ground. The tree will linger and finally die.

The safe size to buy for your own use is small trees with complete root system which if not allowed to dry, out in case of drought and mulched with leaves or lawn cuttings, should all grow.

After you read this bulletin will you kindly do me a favor and hand it to some friend?

Hammond, Indiana